

Message Text

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44

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 FRB-03 INR-07

NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01

LAB-04 SIL-01 OMB-01 /055 W
----- 023092

R 081055Z SEP 76

FM AMEMBASSY BERN

TO AMEMBASSY LAGOS

INFO SECSTATE WASHDC 3149

USDOC WASHDC

LIMITED OFFICIAL USE BERN 4043

EO 11652: NA

TAGS: BEXP SZ NI

SUBJ: SPECIAL TRADE OPPORTUNITY: SUPPLY AND SERVICING OF POWER
GENERATING EQUIPMENT

REF: BERN 3263, LAGOS 9650

1. WE UNDERSTAND FROM IPTC THAT THEY HAVE HEARD FROM (A)
STEWART AND STEVENSON, HOUSTON BASED COMPANY WITH OFFICES
AND SERVICE FACILITIES IN NIGERIA, AND (B) WESTINGHOUSE,
AND THAT IPTC INTENDS TO PURSUE MATTER WITH THESE FIRMS.

2. IPTC IS PROMINENT INTERNATIONAL TRADING AND CONSULTING
COMPANY WITH OFFICES IN SEVERAL COUNTRIES, INCLUDING LAGOS.
CHAIRMAN OF IPTC BOARD IS UNION BANK OF SWITZERLAND DIRECTOR
DR. JEAN-MARIE CLERC. EXECUTIVE BOARD MEMBER AND IPTC
DRIVING FORCE IS DR. CONSTANTIN GHERTSOS, GREEK CITIZEN, WHO
IS SAID TO CONTROL SEVERAL COMPANIES WORLDWIDE. STOCK CAPITAL
IS SF 1 MILLION, RESERVES SF 3 MILLION. ANNUAL TURNOVER IS
DESCRIBED AS LARGE. FIRM WAS LAST TAXED ON SF 180,000 PROFIT
AND SF 4.5 MILLION ASSETS. 50 ARE EMPLOYED IN SWITZERLAND,
2,000 WORLD-WIDE. ESTABLISHED 1947. BANK REF: UNION
BANK OF SWITZERLAND, ZURICH. GOOD OVERALL REPUTATION.

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3. SINCE IPTC ASKED US NOT TO REVEAL EVEN THE FACT
THAT THE SITE OF THE PROJECT IS NIGERIA WE ARE RELUCTANT
TO PRESS THEM FOR FURTHER DETAILS AS TO ITS PRECISE NATURE
AND LOCATION. WE WOULD PREFER THAT EMBASSY LAGOS NOT CITE US AS
SOURCE OF INFORMATION IN SEEKING DETAILS, EITHER FROM STEWARD
AND STEVENSON OR DIRECTLY FROM IPTC LAGOS.
DAVIS

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Message Attributes

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